

# *Minority Business Enterprise Report*

***Fiscal Year 2004  
(July 1, 2003 – June 30, 2004)***



***Robert L. Ehrlich, Jr., Governor  
Michael S. Steele, Lieutenant Governor***

***Sharon R. Pinder, Special Secretary  
Herbert Jordan III, Deputy Special Secretary***

***[www.mdminoritybusiness.com](http://www.mdminoritybusiness.com)***

## In Memoriam

Robert L. Clay, Sr.

1942 – 2005

During his lifetime, Robert L. Clay, Sr. was considered a pioneer in the creation of the State's Minority Business Program. All citizens in the State of Maryland are beneficiaries of his noble efforts, and bravery. He was the voice of all minority business entrepreneurs and the vanguard for equality in procurement.

Mr. Clay began his fight for economic empowerment in the 1970s. In 2003 he served as a Commissioner on the Governor's Commission for Minority Business Enterprise (MBE) Reform. He also served as an advisor to the Governor's Office of Minority Affairs. Mr. Clay continued to "fight the good fight" until his death, always advocating for all minority business entrepreneurs.

The Ehrlich-Steele Administration is appreciative of Mr. Clay's valiant efforts and dedicates this report to his memory.

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# **I. MISSION STATEMENT**

The Governor's Office of Minority Affairs (OMA) is a cabinet-level agency in the Executive Department of Maryland's State Government. OMA's mission is to strengthen and preserve Maryland's more than 200,000 minority and women owned businesses. OMA is responsible for establishing executive policy directives and overseeing the State's Minority Business Enterprise (MBE) Program for all 75 state agencies. OMA provides support to these agencies to ensure they can achieve their MBE Program goals.

OMA is the principal advocate for Maryland's minority and women owned businesses. It is a "one-stop shop" for information and support to help women and minority businesses navigate the State's procurement and certification systems. OMA acts as ombudsman for women and minority business owners throughout the entire business lifecycle.

The Office provides referrals to organizations with programs to assist women and minority business owners in getting the services they need to start, develop, and grow their businesses.

OMA sponsors conferences and seminars, which provide information to minority entrepreneurs regarding various business opportunities with state government.

OMA is also responsible for tracking and reporting agency MBE performance. This information is published annually in the MBE Report, which is submitted to the Governor and the Maryland General Assembly. The Annual MBE Report is available to the public upon request.

OMA's priorities are:

- Advising the Administration on key issues that impact the minority communities;
- Developing MBE Program policy and procedures;
- Increasing MBE performance across the board;
- Enhancing outreach and service delivery to the small and minority business communities;
- Supporting and overseeing MBE program compliance in all state agencies/departments;
- Increasing the visibility and involvement of Maryland's minority community.

Given time, with the appropriate enforcement and administration in place, OMA should meet its goals of:

- Improving the State's ability to achieve and exceed its goals for economic development, business attraction and retention, job creation and preservation;
- Reducing discriminatory practices that lead to the underutilization of minority businesses; and
- Increasing wealth in minority communities to the point where they are self-sufficient.

### **Americans with Disability Act (ADA) Statement**

OMA is committed to complying with the ADA. Every reasonable effort will be made to provide this document in an alternative format, upon request.

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## II. EXECUTIVE SUMMARY

Governor Robert L. Ehrlich is unapologetically pro-business. According to the most recently available census data, Maryland is home to 400,000 businesses. Half of these businesses are minority business enterprises (MBEs). This number includes approximately 82,000 minority-owned businesses and 128,000 women-owned businesses. The Governor displayed his commitment to leveling the playing field for MBEs extremely early in his administration and subsequent actions have served to make Maryland's MBE Program a model for the rest of the country. As a result of Governor Ehrlich's leadership, small businesses and MBEs have unprecedented opportunities to obtain State contracts.

During his transition, Governor Ehrlich was presented with (1) an audit of the 2001 MBE Report (dated November, 2002) which was conducted by the Department of Legislative Services' Office of Legislative Audits; and (2) a transition report from the Governor's Office of Minority Affairs (OMA) Transition Team. The legislative audit was the first audit conducted since the program was implemented 25 years ago. It is significant because of its public disclosure that the data reported by the state agencies that accounted for more than one-half of the statewide participation was not supported. As a result, the reported fiscal year 2001 statewide MBE participation of 19.2 percent was overstated by as much as 40 percent in some agencies.

To correct the problems documented in the Audit Report Governor Ehrlich empowered OMA as the first step in solving the problem. He appointed a successful business woman, Sharon R. Pinder, to lead OMA. Additionally he created, via Executive Order, the Governor's Commission on MBE Reform. He underscored the importance of this Commission by naming Lieutenant Governor Michael S. Steele as Chair. The Commission was launched on June 15, 2003, and completed its work on December 31, 2003.

Resulting from recommendations from the Commission, on April 27, 2004, Governor Ehrlich signed into law the following landmark legislation:

1. *Elimination of the 10 Day Rule* - requires prime contractors to identify MBE participation when they bid on a State contract rather than after the contract is awarded. This legislation also elevated the position of Sharon R. Pinder to a Special Secretary, which provides OMA with greater authority to fulfill its mission of overseeing the State's MBE Program.
2. *The Small Business Reserve Program* - requires 22 State agencies to reserve 10 percent of their contracting dollars specifically for small businesses. Now small businesses can bid for State contracts without competing with larger, more established businesses.

*Both pieces of legislation became effective October 1, 2004.*

OMA's strategy for resolving the problems outlined in the Audit Report is a multi-phased approach:

Phase	Year	Activity
1	2003	Identifying and validating the problems as well as developing solutions
2	2004	Introducing the solutions, the Governor's landmark legislation, and infrastructure processes
3	2005	Implementation mode while concurrently continuing to advocate, and support the State's 200,000 women and minority owned businesses

### **Re-engineering the Report Process**

The MBE Annual Report is due in January following the fiscal year. However, due to resource constraints, OMA had to request an extension, and was unable to begin implementation of the re-engineering efforts until January, 2005. The changes implemented for the FY 2004 reporting process consisted of: (1) streamlining the annual reporting format; (2) mandating payment data; and (3) requiring agency heads to sign off on a summary statement validating their agency's MBE participation. Given that the changes were minimal and that the agencies were supposed to have already collected their data by that time, further delays were encountered in the collection and review process. These delays were caused by the failure of some agencies to submit their reports in a timely manner; and the amount of inaccuracies and inconsistencies in the data reported which required OMA to return the reports for correction and resubmission. These delays had a significant impact on the overall report production process. Roughly ½ of the reporting agencies submitted their reports by the agreed upon deadline, and two agencies did not submit a report (Maryland Emergency Management Agency, and Maryland Schools for the Deaf). The Department of Assessments and Taxation submitted their report several weeks after the deadline and is not represented in this report.

### **COMAR Regulations**

The Governor's Office of Minority Affairs is submitting this Report in accordance with Sections 9-306 and 14.305 of the Annotated Code of Maryland which establishes the following goals for MBE participation in State contracts:

- An overall minimum of 25 percent of the total dollar value of each unit's procurements made directly or indirectly from all certified MBEs;

- A minimum of 7 percent of the total dollar value of each unit's procurements made directly or indirectly from African-American-owned businesses that are certified as MBEs; and
- A minimum of 10% of the total dollar value of each unit's procurements made directly or indirectly from women-owned businesses that are certified as MBEs.
- A minimum of 8% of the total dollar value of each unit's procurements made directly or indirectly from all other ethnic-owned businesses that are certified MBEs.

An MBE is defined as a business that is at least 51% owned, managed and controlled by a minority person(s) as defined by state and federal laws to include members of socially or economically disadvantaged minority groups, such as African Americans, Asians, Hispanics, American Indians, Women and physically and mentally disabled individuals.

State agencies can achieve the goal by any combination of contracts using any of the six groups listed in the above paragraph as subcontractors and/or prime contractors. To meet the goal using MBE subcontractors, all prime contractors must:

1. Identify work areas for subcontracting;
2. Solicit minority business enterprises through written notice or personal contact;
3. Assist minority businesses to meet bonding requirements or a waiver of bonding requirements; and
4. Attend pre-bid or other meetings scheduled by the procurement unit. If a bid is accepted, the contractor has 10-days to submit a list of minority businesses that the contractor has negotiated with, which includes price quotes from minority and non-minority firms. *(The 10-day rule was eliminated by legislation passed during the 2004 legislative session. This new law is effective October 1, 2004.)*

### **Disparity Study**

In 2000, the National Economic Research Associates (NERA) conducted a "Study of the Utilization of MBEs by the State of Maryland." Some of NERA's findings concluded that marketplace discrimination makes it harder for MBEs to compete for business from the State and from buyers, either as prime contractors or subcontractors and while prime contractors will use MBEs on public sector projects with MBE requirements, they seldom or never use them on projects without such goals. The report demonstrated that while 17 percent of contracts were awarded to minority-owned businesses in fiscal year 2000, the market showed that the State of Maryland could bear as much as 26.9 percent based on the number of minority firms that were ready, willing, and able to do business in the region. The State is in the process of conducting a new study to be submitted to the State Legislature in January 2006.

### **Issues and Observations**

The State's total procurement for fiscal year 2004 was \$3,685,656,960. Of this total, \$641,337,398 dollars, or 17.4 percent, represent awards to minority business enterprises. This compares favorably against the \$576,863,620 in MBE awards registered in 2003, which represented 15.6 percent of total contract awards that fiscal year.

Comparisons with prior years can be deceiving. However, given the data quality problems first documented in the 2001 Legislative Audit (dated November 2002), in this report we have chosen to use adjusted award dollars to make comparisons more meaningful. The Governor's Office of Minority Affairs secured the services of economics research firm, Sage Policy Group, Inc., to help analyze the MBE Program awards and payments. As part of the Ehrlich-Steele Administration, MBE reform efforts include eliminating, once and for all, these data quality issues.

Perhaps more importantly, payments, not awards, represent the most meaningful measure of the MBE program's success. This report documents an increase in payments to MBEs and a significant increase in the quality of the reported payment dollars. Future reports will focus almost exclusively on payment data.

### III. HISTORICAL OVERVIEW OF MARYLAND'S MBE PROGRAM

In 1978, the Maryland General Assembly conducted hearings and took testimony regarding the under-utilization of minorities in state procurement. The Maryland General Assembly concluded that this under-utilization, specifically in the area of construction, was primarily due to past and present discrimination. In response to these findings, during that year, the Maryland General Assembly enacted the MBE Law.<sup>1</sup> This law was effective five years with a sunset provision for June 1983.

The original MBE Law mandated that certain departments structure their procurement to attempt to achieve a minimum of 10 percent of its procurement from MBEs.<sup>2</sup> This early law served merely as a policy direction to the Executive Branch and was enforceable only through the oversight function of the Legislature.

In 1981, the MBE Law was repealed and re-enacted with amendments.<sup>3</sup> This change provided for sanctions or penalties to be imposed on firms misrepresenting themselves as MBEs.

In 1983, in response to the sunset provision of the 1978 MBE Law, the Legislature passed House Bill 259.<sup>4</sup> The MBE Law was broadened to include all departments or agencies.<sup>5</sup> Further, the Department of Budget and Fiscal Planning (renamed Budget and Management) was added to the list of “designated agencies” defined in the law. This new law also gave the Board of Public Works the authority to develop regulations consistent with the Legislature’s objectives.

In 1986, the Legislature enacted House Bill 298. This bill named the State of Maryland MBE Certification Council (MBECC) and the Maryland Department of Transportation (MDOT) MBE Certification Advisory Committee as the vehicles to be used by state agencies in identifying certified minorities to meet their MBE procurement goals.<sup>6</sup>

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<sup>1</sup> This law was first codified as Article 41, Governor, Executive and Administrative Departments, Section 14F; Annotated Code of Maryland.

<sup>2</sup> The following departments were specifically outlined in the statute: University of Maryland, Department of General Services, Department of Transportation, Food Center Authority and the Interagency Committee on School Construction.

<sup>3</sup> This bill was introduced and passed as House Bill 751 and later codified as Article 41-Governor and Executive and Administrative Departments-Section 14F; Annotated Code of Maryland.

<sup>4</sup> This bill was later codified as Article 21-Procurement, Section 8-601, Annotated Code of Maryland (1981 Replacement Volume and 1982 Supplement.)

<sup>5</sup> The previously outlined agencies included: The Maryland Department of Transportation, the Food Center Authority, the University of Maryland System, the Interagency Committee on School Construction and the Department of General Services.

<sup>6</sup> House Bill 298 was later codified as State Finance and Procurement Article-Section 8-601, et. seq.

In January 1989, the United States Supreme Court in *City of Richmond v. Croson Co.*<sup>7</sup> held that state and local MBE Affirmative Action Programs should be subject to a strict scrutiny. Thus, in order to substantiate the need for a race-conscious affirmative action program, state and local governments have to show specific evidence that a particular minority group suffers from past discrimination. Specifically, in the area of MBE Programs, the State must show that the identified minority groups were discriminated against in State procurement. There must be concrete evidence that qualified minority businesses received a disproportionate low share of State contracting dollars.

In response to *Croson*, the Maryland Legislative Black Caucus requested an opinion from the Office of the Attorney General and encouraged, by way of legislative resolution, that the Board of Public Works authorize the State to commission the firm of Coopers and Lybrand to conduct a study to determine whether Maryland's MBE Law could withstand the strict scrutiny standard articulated in *Croson*.

In March 1990, Coopers and Lybrand completed the study. They found that as a result of the 1978 investigative hearings, the Maryland General Assembly had determined a "compelling interest" sufficient to establish an MBE Program under the *Croson* standard. The information gathered during these hearings had established enough evidence to infer that available and qualified minority-owned businesses in Maryland had been denied the opportunity to participate equitably in State procurement as a result of racial discrimination.<sup>8</sup> Consequently, "the State's MBE program should be continued." The Office of the Attorney General of Maryland drew similar conclusions.<sup>9</sup>

The major findings from the Coopers and Lybrand's MBE Utilization Study are as follows:

1. "The history of discrimination against minorities in the State of Maryland has significantly limited the formation, success and growth of MBEs";
2. "As a result of this historic and contemporary discrimination, there is a continuing need for an MBE Program with potential modifications by the State of Maryland";
3. "Race and sex neutral programs and techniques do not provide effective remedies for past or contemporary discrimination;" and
4. "While the State's MBE Program and certification processes were found to be effective, improvements are needed".

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<sup>7</sup> 488 United States Supreme Court 469 (1989)

<sup>8</sup> Coopers & Lybrand Minority Business Utilization Study: March 15, 1990, Page 15.

<sup>9</sup> 74 *Opinions of the Attorney General*. (1989) [Opinion No. 89-007 (February 22, 1989)].

In 1990, the Maryland General Assembly repealed and re-enacted the MBE Law and designated MDOT as the only certification entity of state government.<sup>10</sup>

In 1995, the Maryland General Assembly repealed and re-enacted the MBE Law increasing the MBE goal from 10 percent to 14 percent. MDOT was given oversight and responsibility for conducting a new disparity study. The National Economic Research Associates (NERA) conducted this second-generation study, mandated by the Maryland Legislature, in 2000. The study found that marketplace discrimination makes it harder for MBEs to compete for business from the State and from buyers, either as prime contractors or subcontractors and while prime contractors will use MBEs on public sector projects with MBE requirements, they seldom or never use them on projects without such goals.

During fiscal year 1999, the Federal Disadvantaged Business Enterprise (DBE) Program added a new requirement for qualifying as a DBE which limits the Personal Net Worth (PNW) of each minority individual who owns and controls the firm to less than \$750,000 (In 2004, the legislature passed a law, effective October 1, 2004, raising this limit to \$1,500,000). MDOT, which administers the State's certification program, implemented requirements for all firms not already certified. In addition, this new requirement would be added to companies currently state certified, during the recertification process, or at the time firms seek to participate as a DBE on a US DOT-assisted contract. State contracts through the Maryland Aviation Administration, Mass Transit Administration and State Highway are affected by this new requirement. Firms may elect not to complete the PNW form. However, if certification is approved for companies that elect this option, they will only be certified for non-US DOT-assisted contracts, not for the US DOT-assisted MDOT contracts for Maryland's Aviation, Mass Transit or State Highway Administrations. Consequently, graduation from the State MBE Program can occur if the 3-year average of revenue exceeds the dollar amounts determined by the federal government for the specific industry. The State of Maryland's MBE Graduation Program took effect October 2000.

In 2001, the Maryland General Assembly passed House Bill 306, which increased the MBE goal from 14 percent to 25 percent. MDOT retains oversight and responsibility over conducting a study within five years of the Program's scheduled sunset date of July 1, 2006.

In November 2002, the results of a Legislative Performance Audit of the MBE Program were published. The report identified three primary shortcomings of the MBE program:

- Reported MBE participation data was often not supported, inaccurate, or inconsistent with reporting guidelines.

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<sup>10</sup> House Bill 1540 later codified as State Finance and Procurement Article-Section 14-301, et. seq.; Annotated Code of Maryland.

- The Governor's Office of Minority Affairs did not use actual payments to MBEs as an evaluation tool or measure of program success.
- State agencies did not adequately monitor MBE participation in contracts.

Based on these findings the Ehrlich-Steele Administration, upon taking office in January 2003, launched an MBE reform effort to address the MBE program's shortcomings. Business woman Sharon R. Pinder was added to the Governor's cabinet as Director of the Governor's Office of Minority Affairs. The Governor signed an Executive Order creating the Governor's Commission on MBE Reform. The Commission began on June 15, 2003 and concluded at sunset on December 31, 2003. As further evidence of his commitment to reforming the MBE program, Governor Ehrlich named Lieutenant Governor Steele as the Chair of the Commission and assigned OMA to staff the Commission.

To further aide this effort, on April 27, 2004 the Governor signed into law, two pieces of landmark legislation that will require: (1) all prime contractors to identify MBE participation at the time of bid, rather than 10 days after the contract has been awarded. This legislation also elevated the position of OMA Director to that of Special Secretary; and (2) all eligible State contracting dollars (of the 22 covered agencies) must be reserved for all small businesses, in addition to the MBE goal of 25%.

Given that this current report includes MBE performance from July 1, 2003 through June 30, 2004, the numbers presented here are the first to reflect the recommendations of the Commission. Future MBE Reports will reflect even more of the accomplishments of the Commission and the other MBE reform efforts of the Ehrlich-Steele Administration.

## IV. RE-ENGINEERING THE GOVERNOR'S OFFICE OF MINORITY AFFAIRS

### *Ehrlich-Steele Initiatives*

When Governor Ehrlich was presented an audit of the 2001 MBE Report, he immediately took several steps to overhaul the MBE Program, which he called a “farce.” First he appointed Sharon R. Pinder as Director of the Governor’s Office of Minority Affairs. (As a result of legislation passed during the 2004 legislative session, Director Pinder’s position has been elevated to that of Special Secretary.) Special Secretary Pinder brings a wealth of experience as an executive in Fortune 500 companies, and as a minority business entrepreneur.

Second, he assigned the MBE Program to Lt. Governor Michael S. Steele as one of the Lt. Governor’s five primary initiatives. The Lt. Governor then assembled a task force, chaired by Joshua I. Smith, and comprised of individuals who had personal knowledge and experience in dealing with the State of Maryland’s procurement procedures. The task force was charged with identifying the major problems and obstacles MBEs face when doing business with the State. Among other things, the task force found systemic problems in the manner in which the MBE Program was administered and monitored. By-in-large state agencies perceived the MBE Program as a social program as opposed to the business program it was intended to be. The task force recommended that a Commission be formed to formulate actionable recommendations to solve the problems.

On June 6, 2003, Governor Ehrlich signed Executive Order 01.01.2003.16 establishing the *Governor’s Commission for Minority Business Reform*. To underscore the importance he placed on the Commission’s mission, he appointed Lt. Governor Steele as Commission Chair. The Commission presented their report to the Governor on January 15, 2004. (A copy of the Commission’s Report can be found at [www.mdminoritybusiness.com](http://www.mdminoritybusiness.com).)

### *Organizational Impact*

When Special Secretary Pinder was appointed in January 2003, OMA had one other employee (who was detailed from MDOT) and an annual budget of less than \$300,000. The first few months in office were spent reestablishing OMA’s creditability with the MBE community and trying to re-build the organization to accomplish its mission.

In April 2003, Deputy Special Secretary Herbert Jordan III joined the staff; additionally the OMA staff was augmented by two Federal employees loaned to the State and two part-time participants in the Maryland Senior Aide Program.

OMA activity during this time period continued to focus on revamping OMA’s office, strategic planning, preparing for the 2004 legislative session, outreach and marketing, staffing the Governor’s Task Force and the Governor’s Commission on MBE Reform.

## V. OUTREACH ACTIVITIES AND PROJECTS

### A. Activities

Despite the dearth of staff during the reporting period, OMA actively supported seminars, workshops and other programs designed to further enhance the potential growth and development of small and minority enterprises.

To promote the business-friendly message of the Administration, a marketing plan was executed to demonstrate the commitment of the Governor and Lt. Governor to the minority business community. Minority owned businesses are the fastest growing business segment in the country and the state. In order to achieve the goal of branding and creating a positive image of the MBE Program, Special Secretary Pinder and Deputy Special Secretary Jordan participated in over 30 public appearances (speaking engagements, panels, greetings, TV, radio and cable) and interviews for approximately 15 articles in newspapers throughout the state.

Through participation in meetings and other activities, OMA continues to re-establish strategic and meaningful partnerships with private, public, and business development organizations such as:

#### Commissions

- Governor's Commission on Asian Pacific American Affairs
- Governor's Commission on Hispanic Affairs
- Governor's Commission on Minority Business Reform
- Governor's Office for Individuals with Disabilities
- Maryland Commission for Women
- Maryland Economic Development Commission

#### State Government

- MBE Liaisons Officers
- Procurement Officers Advisory Group
- Senior Procurement Advisory Group
- Maryland State General Assembly
- Maryland Black Legislative Caucus
- Maryland Women's Legislative Caucus

#### Chambers of Commerce

- Baltimore Hispanic Chamber of Commerce
- Hispanic Chamber of Maryland
- Korean American Chamber of Commerce
- Prince George's Black Chamber of Commerce
- Prince George's Chamber of Commerce
- Maryland Chamber of Commerce
- Baltimore/Washington Corridor Chamber
- Montgomery County Chamber of Commerce

- Prince George's Hispanic/Latino Chamber

#### Economic Development

- Prince George's County Economic Development Committee
- Greater Baltimore Committee
- Howard County Economic Development Commission
- MEDA (formerly MIDAS)
- Montgomery County Economic Development

#### Small Disabled and Minority Business Resource Organizations

- Maryland Small Business Development Financing Authority (MSBDFA)
- Meridian Management Group (MMG)
- Development Credit Fund (DCF)
- Small Business Administration (SBA)
- Small Business Development Center (SBDC)
- Maryland/District of Columbia Minority Supplier Development Council
- Maryland Works
- Humanim

#### Associations

- The Presidents Roundtable – Baltimore
- The President Business Roundtable – Prince George's County
- Eastern Shore Contractors Association
- Maryland/Washington Minority Contractors' Association
- Maryland Minority Contractors' Association
- Maryland Minority Businesses Association
- NAACP (national and affiliates)
- National Association of Minority Contractors (NAMC)
- Women Construction Owners & Executives
- Maryland Bankers' Association
- American Builders Association
- Maryland Contractors Association
- National Business Women's Association

#### Other

- Baltimore Purchasing Bureau
- Anne Arundel County Government

Administering, promoting, and regulating the State's MBE initiative require a coordinated effort. The strength of these relationships contributes to the enhancement of the outreach program.

#### • ***Outreach Forums – Marketing the State's Services around the State***

The purpose of this Forum is to ensure WBEs/MBEs are aware of the opportunities available to them to do business with the State and to help them navigate through the

State's complex certification and procurement processes. A forum was held in Cumberland, Maryland at Rock Gap in June, 2004. Upcoming forums to be held are:

Baltimore Region	Baltimore City	July 29, 2004
Eastern Shore	University of Maryland Eastern Shore	November 19, 2004

- ***International Trade Mission to Africa***

Special Secretary Pinder accompanied Lt. Governor on a 10-day trade mission to Ghana and South Africa on June 15, 2004 to encourage and facilitate international commercial opportunities for Maryland companies. Nearly thirty (30) Maryland businesses and educational institutions were part of the delegation to establish relationships essential to economic development and growth. The group also included several members of Governor Ehrlich's, Lt. Governor Steele's and Maryland Department of Business and Economic Development's staff.

As a result of the trade mission, Lt. Governor Steele and his team provided housing consultation and advice to the Bafokeng, began the process of establishing a Memorandum of Understanding between South Africa's Black Empowerment Program and the State's MBE Program, and helped finalize plans to establish educational programs between the University of Maryland Eastern Shore and two Ghanaian universities.

- ***Maryland Economic Development Commission (MEDC)***

The MEDC is a forum for CEOs of some of the major corporations in the State. This organization serves as a sounding board for DBED and the Governor in recommending solutions to some of the State's business related issues. A non-voting seat on this commission was created for Special Secretary Pinder

- ***MD/DC Minority Supplier Development Council***

MD/DC Minority Supplier Development Council is a private sector industry council whose primary focus is to develop relationships between minority businesses in the Maryland and Washington, DC metropolitan area and private sector corporations who are seeking minority vendors and suppliers. OMA continues to maintain active membership and input in the Council by promoting state participation at workshops and conferences. Deputy Special Secretary Jordan is on the board of this organization.

- ***MEDA (formerly MIDAS)***

MEDA is non-profit organization that serves as the professional development organization for the State's economic development professionals. This organization is the flagship group that determines the standards of operation and professional development for economic development professionals. It is statewide in membership and Secretary Pinder served on the executive committee during this reporting period.

- ***Procurement Advisory Council (PAC)***

The Procurement Advisory Council advises the Board of Public Works on problems with the procurement process and recommends improvements to that process. While OMA is not a voting member of the PAC, Special Secretary Pinder participates in the meetings and advises the Council on issues affecting small, women, and minority businesses. OMA will introduce legislation during the 2005 session to add Special Secretary Pinder as a voting member.

- ***Senior Procurement Advisory Group (SPAG)***

This is a statewide group of senior procurement officials from each of the major state agencies. The group is organized by the Senior Procurement Officer of the Department of Budget and Management and meets on a bimonthly basis to discuss issues affecting procurement in state government. OMA maintains active membership on this committee and advises the Council on current MBE issues and its impact on the procurement process. SPAG has begun to devote significant portions of the regular meetings on topics impacting MBEs.

- ***Task Force to Study Efficiency in Procurement***

The Task Force to Study Efficiency in Procurement formed in August 2003 (Chapter 386, Acts of 2003). The Task Force charge was to study ways to make State procurement processes more efficient. It considered market-based procurement practices; outsourcing and privatization; the use of contracts when compensation is tied to performance; accountability for State violators of procurement law; and incentives for State officials who achieve better procurement results, including more procurement of environmentally preferable products. Also considered were centralizing the procurement process; whether uniform application of the procurement law to all units of State government is feasible; and how effective the dispute resolution process is. Finally, the Task Force examined the State's policy and practices for procuring information management systems and other technology and technology-related services. On December 31, 2003, the Task Force submitted its report to the Governor and General Assembly. Special Secretary Pinder participated on the task force.

- ***ADPICS***

ADPICS (Advanced Purchasing and Inventory Control System) is the purchasing component of the State's Financial Management Information System (FMIS). ADPICS has a committee that meets quarterly. OMA is represented at these meetings to provide advice on issues impacting minorities. For FY 2005 OMA will work with ADPICS representatives to more effectively integrate the MBE Reporting format with FMIS.

- ***State of Maryland MBE Liaisons and Procurement Officers***

OMA continues to work with the State's MBE Liaisons and Procurement Officers to seek their input on MBE issues and also for the new reporting process. Representatives from this group will be asked to participate in a focus group to define the FY 2005 reporting requirements.

## **B. Projects / Initiatives**

- ***Governor's Commission on Minority Business Enterprise Reform***

On June 6, 2003, Governor Ehrlich signed an Executive Order establishing a Commission to provide him with a report containing actionable recommendations to overhaul the MBE Program. A major press conference was held making the announcement. The report was delivered to the Governor by December 31, 2003. Lt. Governor Steele chaired the Commission; Special Secretary Pinder was its Executive Director. Sixteen other individuals representing business, advocacy groups and State legislators were appointed by Governor Ehrlich to be the State's agents of change. OMA staffed this Commission.

- ***Landmark Legislation***

As a result of recommendations made by the Governor's Commission on Minority Business Enterprise Reform, on April 27, 2004 Governor Ehrlich signed into law **two major** pieces of legislation to provide unprecedented opportunities for small and minority businesses, to help end subcontractor abuse, and to strengthen the role of the Governor's Office of Minority Affairs (OMA).

Senate Bill 903 – Elimination of the Ten Day Rule – Effective October 1, 2004, prime contractors will be required to identify MBE participation as part of their bid package on a State contract rather than after the contract is awarded. This will enable small businesses to bid for State contracts without competing with larger, more established businesses. This legislation also elevated the position of OMA's executive director to a Special Secretary, which provides OMA with greater authority to fulfill its mission of overseeing the State's MBE Program.

Senate Bill 904 – Small Business Reserve Program – Effective October 1, 2004, designated State agencies will be required to award a minimum of 10% of their units' total dollar value of goods, supplies, services, maintenance, construction, construction related, architectural service and engineering service contracts to small businesses.

- ***Governor's Council for Historically Under-Utilized Businesses***

In an effort to continue the work performed by the Governor's Commission on Minority Business Reform, the Governor's Council for Historically Under-Utilized Businesses (HUB) was created (Executive Order No. 01.01.2004.16 – Feb. 27, 2004). The HUB serves in an advisory capacity to the Governor's Office of Minority Affairs (OMA) on matters relating to minority businesses and provides other assistance and consultation in this area as may be requested by the Governor and the Special Secretary of OMA. The HUB will be comprised of nine members including OMA's Special Secretary, who will serve as Chairperson. Six of the members will be appointed by the Governor and represent small, minority, and women-owned businesses, and will serve 2 year terms. The remaining two members are legislators who will be appointed by the Speaker of the House of Delegates, and President of the Maryland State Senate. **The Council will be launched in the fall, 2004 and will be discussed in the FY 2005 MBE Report.**

- ***Governor's Task Force on Centralized Bidder Registration for Minority Procurement***

As a result of recommendations from the 2001 Legislative Audit, the Governor's Task Force on Central Bidder Registration for Minority Business Procurement (CBR) was created by Executive Order (No. 01.01.2004.15 – Feb. 27, 2004). The purpose of the CBR is to provide recommendations to the Governor concerning the design, structure, and procurement of systems necessary for implementation of a statewide automated and centralized bidder registration system.

The CBR will be comprised of eleven (11) members including OMA's Special Secretary, seven (7) representatives of state agencies: (Comptroller of Maryland, MDOT, Department of General Services, Department of Budget & Management, Department of Business and Economic Development, Department of Labor, Licensing and Regulation), and 4 members will be appointed by the Governor to represent small, minority and women owned businesses.

- ***Small and Minority Business Mentor Program***

As a result of Executive Order 01.01.2004.17 – Feb. 7, 2004), OMA will design and facilitate a voluntary mentor-protégé program to encourage and motivate large prime contractors to provide technical and operational advice to small and minority-owned businesses to improve their procurement opportunities with the State. During this reporting period, additional staffing is needed to fully launch this initiative which is projected to begin in 2005. **This program will be included in the FY 2005 Report.**

- ***Monitoring and Compliance***

Actions in this area are of critical importance to the success of the individual agencies ability to implement MBE reform. Due to resource constraints implementation has been delayed toward implementing the sweeping policy changes and tool upgrades need to address monitoring and compliance issues. OMA have begun meeting with other agencies to examine their individual agency monitoring and compliance solutions as solutions that can be used by all state agencies. In addition to additional software solutions, OMA is revising the data collection process in order to streamline requirements and to provide a better tool for extracting meaningful data.

- ***Maryland Department of Transportation (MDOT) Minority Business Enterprise Advisory Committee (MBEAC)***

State MBE Certification is carried out under both Federal and State Regulatory provisions. The federal program is the Disadvantaged Business Program (DBE) and the State of Maryland Program is the Minority Business Enterprise (MBE) Program. The MBEAC is comprised of 13 public and private sector individuals and trade associations that meet biweekly and make recommendations to the Chairperson for final action. MBEAC is a vehicle for ensuring the integrity and consistency of Maryland's MBE certification process. An OMA designee is an active member.

- ***Annual MBE Report***

In accordance with the law, "On or before December 31 of each year, the Governor's Office of Minority Affairs shall submit to the Board of Public Works and, subject to § 2-1246 of the State Government Article, to the Legislative Policy Committee a report summarizing the information the Office receives under subsection (a) of this section. (2) This report may be prepared in conjunction with the annual report required under § 9-306 of the State Government Article."

This is a major project of OMA. The inaccuracies found in the annual reporting process became the basis of the Legislative Audit documented in the audit report. For 2004, we have revised the reporting templates in order to simplify the requests. In addition, we are changing the procedural requirements in an effort to minimize the errors reported to this office in 2003.

In 2005, we will re-engineer the entire process. This will include the appropriate software and tools necessary to accurately report the data and for OMA to properly analyze the data. Accurate measurements and more frequent reporting of the information are needed.

Accomplishment Summary for FY 2004:

- Redesigned 2004 reporting format.
- Distributed updated forms and instructions to the 75 reporting state agencies/departments.
- Responded to numerous state agency requests for assistance in completing their MBE reports.
- Collected and reviewed agency reports.
- Analyzed data and compiled into one report.

The FY 2005 report redesign is now in progress which will include: organizing focus groups to obtain state agency input; making substantial revisions to existing forms, instructions, and reports.

• ***Advocacy and Support***

Advocacy requests continue to increase as news of the Ehrlich-Steele's Administration commitment to the success of small and minority business spreads. OMA continues to have success assisting small and minority businesses to obtain access to procurement opportunities, certification opportunities, resolve contracting issues, and solve communication difficulties with vendors and/or agencies. OMA is investigating software alternatives for tracking advocacies, and expects to select and install an appropriate software application in FY 2005. During the last year, OMA recorded 750 different support transactions with members of the women and minority owned business community. Request for support and services were received via inter-agency referrals, LSARS, email, telephone, website, and at our public outreach activities. Approximately 20% of those requests were from State employees seeking clarification and assistance.

## VI. ANALYSIS OF DATA AND PROCUREMENT ACTIVITY

### A. Awards

The Minority Business Enterprise (MBE) Program covers all agencies/departments that maintain a procurement function. The State's total procurement for fiscal year 2004 was \$3,685,656,960. Of this total, \$641,337,401 dollars, or 17.4 percent, represent awards to minority business enterprises. This compares favorably against the \$576,863,620 in MBE awards registered in 2003, which represented 15.6 percent of total contract awards that fiscal year.

Comparisons with prior years can be deceiving, however. The Governor's Office of Minority Affairs secured the services of an independent economist firm, Sage Policy Group, Inc., to help analyze the MBE Program awards and payments and is currently working to create accurate benchmarks to allow for higher quality comparisons in future fiscal years. Benchmarking efforts are complicated by the fact that approximately 400 databases must be tracked to capture relevant data. OMA is working to systematize data collection and recording across agencies in order to improve data quality. OMA also seeks to position itself to provide procurement data to policymakers and other stakeholders on a more frequent basis.

Perhaps more importantly, payments, not awards, represent the most meaningful measure of the MBE program's success. In a way that awards do not; payments translate directly into heightened minority business revenues and economic impact for the communities in which minority businesses exist. Payments include monies derived from subcontracts and adjust for the fact that prime minority contracts may include substantial subcontracts with non-minority firms. Future reporting will require payment data in addition to awards.

A final but centrally important complication is the aftermath of the 2001 Legislative Performance Audit. Results of that audit were presented in November 2002. The audit revealed that reported fiscal year 2001 statewide MBE participation of 19.2 percent was vastly overstated, and that awards were overstated by as much as 40 percent.

#### Prior Years Comparison

As a result, the table below has been adjusted to reflect the degree of improvement believed to have taken place in reporting accuracy since fiscal year 2001. Without this adjustment, the raw data suggest that MBE participation has actually *fallen* over the past several years; this despite the fact that Maryland's MBE goal was increased from 14 percent to 25 percent in 2001.<sup>11,12</sup>

The table below assumes that the level of accuracy in reporting reached its nadir in fiscal year 2001, and has improved since then. Still, the table below presumes that MBE awards

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<sup>11</sup> House Bill 717 – MBE goal increased from 10 percent to 14 percent, taking effect July 1, 1995.

<sup>12</sup> House Bill 306 – MBE goal increased from 14 percent to 25 percent, taking effect July 1, 2005.

remain overstated by 20 percent.<sup>13</sup> OMA will work to reduce this to 0 percent using a combination of solid planning, collaboration with participating agencies to minimize the data collection and reporting burdens placed upon them, and sagaciously utilized information technologies. The applied adjustment factor is itself subject to revision as higher quality data are made available through the implementation of better data collection systems. The adjusted figures cited below should be viewed as best guesses based on partial data known to be of questionable accuracy.

Table 1: Adjusted and Unadjusted MBE Awards

<b>Year</b>	<b>Total State Awards</b>	<b>MBE \$ unadjusted</b>	<b>MBE \$ adjusted</b>	<b>MBE % unadjusted</b>	<b>MBE % adjusted</b>
1995	\$3,000,346,320	\$466,609,997	\$373,287,998	15.6%	12.4%
1996	\$2,851,368,130	\$455,858,605	\$349,493,117	16.0%	12.3%
1997	\$2,532,922,055	\$434,933,340	\$318,950,971	17.2%	12.6%
1998	\$2,813,739,071	\$570,556,854	\$399,389,798	20.3%	14.2%
1999	\$3,398,761,724	\$686,848,909	\$457,901,562	20.2%	13.5%
2000	\$3,131,160,829	\$491,610,516	\$311,353,310	15.7%	9.9%
2001	\$4,350,069,637	\$833,072,071	\$499,843,243	19.2%	11.5%
2002	\$4,263,166,146	\$704,186,039	\$469,480,832	16.5%	11.0%
2003	\$3,690,826,714	\$576,863,620	\$423,014,093	15.6%	11.5%
2004	\$3,685,656,960	\$641,337,401	\$513,069,921	17.4%	13.9%

The table above is consistent with the notion that MBE participation is on the rise once one accounts for the inaccuracies of the past and the improvements in data collection and recording that have been registered since the 2001 audit. Still, the 13.9 percent adjusted figure falls well short of the 25 percent goal the State of Maryland maintains. In 2000, the National Economic Research Associates (NERA) conducted a “Study of the Utilization of MBE’s by the State of Maryland”. The report’s authors concluded that the State of Maryland could bear as much as a 26.9 percent MBE goal based on the population and composition of minority firms then ready, willing and able to conduct business in the region. On the basis of this and other evidence, OMA strongly believes that the 25 percent goal is achievable.

<sup>13</sup> Historic data quality is highly uncertain. In order to adjust the data, staff and consultants to staff developed a simple algorithm. Data for fiscal year 2001 were assumed to be overstated by 40 percent due to the results of the legislative audit of that fiscal year. Data accuracy was assumed to reach its low point during that fiscal year, improving thereafter. It is the belief of staff that data inaccuracy has been reduced by one-half since fiscal year 2001. Therefore, the current presumed level of inaccuracy is 20 percent (FY2004). For the years 1995 to 2004, the adjustment factors utilized are as follows: 1995, .20; 1996, .233; 1997, .266; 1998, .3; 1999, .333; 2000, .366; 2001, .4; 2002, .333; 2003, .266; 2004, .2. Appropriate adjustment factors prior to the 2001 legislative audit are a matter of conjecture. Adjustment factors thereafter are less speculative because they incorporate the results of the FY2001 audit and reflect staff observations of data quality and the ongoing quest for improvement. Despite this, adjustment factors are likely to benefit from refinement over time as data quality improves.

FY 2004 MBE Procurement Summary

The table below shows that the only in the maintenance category does the state achieve its 25 percent target according to adjusted data. Maryland's performance approaches the target in two categories: human and other services and architectural/engineering services.

Table 2: MBE Awards by Procurement Category, Adjusted and Unadjusted

<b>Procurement Category</b>	<b>Total Awards</b>	<b>MBE Awards Unadjusted</b>	<b>MBE Awards Adjusted</b>	<b>MBE % Unadjusted</b>	<b>MBE % Adjusted</b>
Construction	\$1,112,419,524	\$193,771,997	\$155,017,598	17.4%	13.9%
Services	\$831,033,022	\$110,752,208	\$88,601,766	13.3%	10.7%
Human/Cultural/Social/ Educ. Services	\$606,774,561	\$164,829,595	\$131,863,676	27.2%	21.7%
Architectural/ Engineering	\$337,563,260	\$72,472,402	\$57,977,922	21.5%	17.2%
Maintenance	\$185,264,477	\$64,131,517	\$51,305,214	34.6%	27.7%
Supplies & Equipment	\$423,953,509	\$21,454,175	\$17,163,340	5.1%	4.0%
Credit Card	\$170,588,037	\$10,560,958	\$8,448,766	6.2%	5.0%
Construction Related Services	\$18,060,570	\$3,364,549	\$2,691,639	18.6%	14.9%
<b>Total</b>	<b>\$3,685,656,960</b>	<b>\$641,337,401</b>	<b>\$513,069,921</b>	<b>17.4%</b>	<b>13.9%</b>

Procurement Awards by MBE Classifications

The table below provides a breakdown of awards by classification. Both unadjusted and adjusted figures are provided.

Table 3: Awards by MBE Classification, Adjusted and Unadjusted

<b>MBE Classification</b>	<b>MBE Awards Unadjusted</b>	<b>MBE Awards Adjusted</b>	<b>MBE as % of Total MBE Procurement</b>
African-American	\$154,072,089	\$123,257,671	24.0%
Women	\$197,628,825	\$158,103,060	30.8%
Non-Profits	\$140,433,738	\$112,346,990	21.9%
Asian	\$74,126,560	\$59,301,248	11.6%
Hispanic	\$39,162,407	\$31,329,926	6.1%
Disabled	\$2,908,902	\$2,327,122	0.5%
Native-American	\$2,646,122	\$2,116,898	0.4%
Certified Sheltered Workshops	\$30,346,838	\$24,277,470	4.7%
Unclassifiable	\$11,920	\$9,536	0.0%
<b>Total</b>	<b>\$641,337,401</b>	<b>\$513,069,921</b>	<b>100.0%</b>

Non-Profits

The Office of Minority Affairs has adopted the goal of overseeing heightened awards to non-profits. Fiscal year 2004 saw awards to non-profits rise substantially. According to both adjusted and unadjusted data, awards more than doubled. Non-profits' share of total MBE awards now stands at nearly 22 percent, up from 9.5 percent in 2002 and 10.8 percent in 2003.

Table 4: Non-Profits Awards by Fiscal Year

<b>Fiscal Year</b>	<b>Non-Profits Awards Unadjusted</b>	<b>Non-Profits Awards Adjusted</b>	<b>Non-Profits as % of Total MBE Awards<sup>14</sup></b>
2002	\$66,846,135	\$44,566,318	9.5%
2003	\$62,560,087	\$45,875,312	10.8%
2004	\$140,433,738	\$112,346,990	21.9%

Certified Sheltered Workshops

The Office of Minority Affairs has also sought to increase awards to certified sheltered workshops. Awards to sheltered workshops rose dramatically in fiscal year 2004. This was due to the award of a large contract to an entity that falls within this category.

Table 5: Certified Sheltered Workshops MBE Awards by Fiscal Year

<b>Fiscal Year</b>	<b>MBE Awards Unadjusted</b>	<b>MBE Awards Adjusted</b>	<b>MBE as % of Total MBE Awards</b>
2002	\$28,813,706	\$19,210,098	4.1%
2003	\$5,872,801	\$4,306,525	1.0%
2004	\$30,346,838	\$24,277,470	4.7%

**3. Sub-Goals**

House Bill 306 established sub-goals of 7 percent of total dollar value of procurement contracts directly or indirectly with African-American owned businesses that are certified MBEs and 10 percent of the total dollar value of procurement contracts directly or indirectly with women-owned businesses that are MBEs. Overall, the State failed to achieve its sub-goals, even if one uses unadjusted data that may be overstated.

Table 6: Sub-Goals

<b>MBE Classification</b>	<b>Procurement Dollars Unadjusted</b>	<b>Procurement Dollars Adjusted</b>	<b>Percentage Unadjusted</b>	<b>Percentage Adjusted</b>	<b>Goal</b>
African-American	\$154,072,089	\$123,259,962	4.2%	3.3%	7%
Women	\$197,628,825	\$158,105,999	5.4%	4.3%	10%

<sup>14</sup> These percentages can be calculated using either adjusted or unadjusted data.

## B. Payments

The Governor's Office of Minority Affairs has determined that payments are the most appropriate metric for measuring state government procurement impact on the minority-and women-owned business communities. Complete payment data are not available for any prior year. Partial data are available for 2003 and 2004. The 2004 data suggest that payments to MBEs are 50.5 percent of MBE awards.<sup>15</sup> This figure is likely to require adjustment as OMA continues to streamline data collection and recording across multiple agencies. One can use this ratio to determine estimated payments to MBEs over time. The table below shows these estimated payments.

Table 7: Estimated Payments based on Adjusted MBE Awards

<b>Year</b>	<b>MBE Award \$ adjusted</b>	<b>Real<sup>1</sup> and Estimated<sup>2</sup> Payments to MBEs</b>
1995	\$373,287,998	\$188,510,439 <sup>2</sup>
1996	\$349,493,117	\$176,494,024 <sup>2</sup>
1997	\$318,950,971	\$161,070,240 <sup>2</sup>
1998	\$399,389,798	\$201,691,848 <sup>2</sup>
1999	\$457,901,562	\$231,240,289 <sup>2</sup>
2000	\$311,353,310	\$157,233,422 <sup>2</sup>
2001	\$499,843,243	\$252,420,838 <sup>2</sup>
2002	\$469,480,832	\$237,087,820 <sup>2</sup>
2003	\$423,014,093	\$213,622,117 <sup>1</sup>
2004	\$513,069,921	\$259,100,310 <sup>1</sup>

## C. Conclusion

The data analysis performed is consistent with the following conclusions:

- Total awards declined in FY2004;
- Awards to MBEs rose;
- Awards to non-profits rose substantially in FY2004;
- Payments to MBEs also rose in FY2004.

<sup>15</sup> The 2004 payment data are the most reliable available data. This figure is also subject to revision as payment data quality improves over time.

## **VII. CONCLUSION**

While the State continues to lead the nation in aggressively pursuing minority participation in State contracts, the real challenge remains addressing the problems documented in the 2001 Legislative Performance Audit (dated November, 2002), of the MBE Program.

The Ehrlich-Steele Administration is committed to achieving these goals as evidenced by their MBE reform initiatives. Future MBE Reports will reflect the benefits of these initiatives. With the implementation of their many new initiatives, which will be discussed in the 2005 Report, OMA believes the State of Maryland will become the true model for the rest of the nation.

# APPENDICES

## SUMMARY STATE AGENCY STATISTICS & GRAPHS<sup>1</sup>

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Available upon request.

<sup>1</sup>Department of Assessments and Taxation participation data was not received in time to include in these reports; and reports for Maryland Emergency Management and Maryland Schools for the Deaf were not submitted.

<b>MBE Payment Summary</b>	
<b>State Agency</b>	<b>MBE Actual Dollars Paid</b>
Health & Mental Hygiene	\$146,895,186
UMD College Park	\$35,183,494
Transportation	\$34,484,382
Public Safety & Correctional Services	\$25,747,236
Public School Construction	\$18,911,650
Budget & Management	\$14,271,693
UMD Baltimore County	\$9,407,676
Towson University	\$6,327,215
UMD, Baltimore	\$6,298,695
Environmental Services	\$5,692,315
General Services	\$4,870,425
Lottery	\$3,689,994
Business & Economic Develop.	\$2,392,598
Stadium Authority	\$2,311,370
Morgan State University	\$2,192,835
Education	\$1,858,342
Bowie State University	\$1,766,625
Juvenile Justice	\$1,269,453
UMD University College	\$1,236,451
Police	\$868,073
Natural Resources	\$816,829
Retirement	\$692,652
Coppin State College	\$683,074
Comptroller of the Treasury	\$589,212
Environment	\$589,189
Food Center Authority	\$545,898
Archives	\$538,485
University of Baltimore	\$405,644
Human Resources	\$400,336
UMD Eastern Shore	\$393,011
Military	\$392,994
Salisbury State University	\$383,477
Executive Dept.	\$315,132
Agriculture	\$286,253
Public Service Commission	\$273,178
Treasurer's Office, Maryland	\$214,035
Automobile Insurance Fund	\$182,706
Housing & Community Development	\$170,391
Frostburg State University	\$140,332

<b>MBE Payment Summary</b>	
<b>State Agency</b>	<b>MBE Actual Dollars Paid</b>
Public Television	\$119,438
Saint Mary's College	\$111,199
Aging	\$109,479
Veterans Affairs	\$103,708
Planning	\$103,151
Elections	\$83,812
Worker's Compensation	\$77,557
Higher Education Commission	\$39,874
People's Counsel	\$29,429
Canal Place Preservation & Develop.	\$27,409
Insurance Administration	\$26,231
Human Relations Commission	\$11,500
Attorney General's Office	\$5,191
Public Works	\$4,834
Prosecutor's Office	\$3,167
Supplemental Retirement	\$3,000
Tax Court	\$2,780
Baltimore City Community College	\$2,250
Contract Appeals	\$31
Labor, Licensing & Regulation	\$0
Public Defender's Office	\$0
Subsequent Injury & Uninsured Employer	\$0
<a href="#">Assessments &amp; Taxation[1]</a>	
Children Youth and Families, Governor's Off.	
<a href="#">Deaf, School [2]</a>	
<a href="#">Emergency Management[3]</a>	
<b>TOTAL PAYMENTS</b>	<b>\$334,552,576</b>

<b>MBE Goal Summary by State Agency</b>			
<b>(sorted by MBE Procurement Dollars)</b>			
<b>State Agency</b>	<b>Total Procurement Dollars</b>	<b>MBE Procurement Dollars</b>	<b>MBE Goal Achieved</b>
<b>TRANSPORTATION</b>	\$ 1,127,423,467	\$ 220,011,687	19.5
STATE HIGHWAY	\$ 605,637,357	\$ 108,867,753	18.0
OFFICE OF THE SECRETARY	\$ 143,627,344	\$ 21,399,038	14.9
AVIATION	\$ 122,744,934	\$ 30,475,100	24.8
TRANSPORTATION AUTHORITY	\$ 100,556,436	\$ 25,453,123	25.3
TRANSIT	\$ 86,066,688	\$ 18,643,613	21.7
PORT	\$ 53,036,234	\$ 12,030,246	22.7
MOTOR VEHICLE	\$ 15,754,474	\$ 3,142,814	19.9
HEALTH & MENTAL HYGIENE	\$ 570,112,889	\$ 140,487,852	24.6
GENERAL SERVICES	\$ 236,741,570	\$ 40,073,235	16.9
PUBLIC SAFETY & CORRECTIONS	\$ 212,398,679	\$ 34,758,162	16.4
UMD COLLEGE PARK	\$ 229,757,249	\$ 34,343,795	14.9
PUBLIC SCHOOL CONST.	\$ 332,532,363	\$ 25,558,776	7.7
UMD, BALTIMORE	\$ 142,880,484	\$ 23,675,134	16.6
HUMAN RESOURCES	\$ 87,930,670	\$ 22,806,930	25.9
BUDGET & MANAGEMENT	\$ 212,981,382	\$ 19,610,091	9.2
MORGAN STATE UNIVERSITY	\$ 48,527,595	\$ 16,294,064	33.6
UMD BALTIMORE COUNTY	\$ 44,400,825	\$ 9,407,676	21.2
EDUCATION	\$ 66,556,965	\$ 8,903,371	13.4
JUVENILE SERVICES	\$ 33,777,772	\$ 7,492,093	22.2
TOWSON UNIVERSITY	\$ 28,750,226	\$ 6,327,215	22.0
ENVIRONMENTAL SERVICES	\$ 28,901,874	\$ 4,650,871	16.1
LOTTERY	\$ 31,914,473	\$ 3,689,994	11.6
ENVIRONMENT	\$ 11,526,141	\$ 2,509,595	21.8
BUSINESS & ECONOMIC DEVELOPMENT	\$ 5,892,627	\$ 2,392,598	40.6
STADIUM AUTHORITY	\$ 15,796,059	\$ 2,239,037	14.2
BOWIE STATE UNIVERSITY	\$ 8,823,241	\$ 1,766,625	20.0
COMPTROLLER	\$ 6,701,809	\$ 1,720,999	25.7
COPPIN STATE COLLEGE	\$ 10,008,625	\$ 1,278,821	12.8
UMD UNIVERSITY COLLEGE	\$ 18,723,415	\$ 1,236,451	6.6
LABOR, LICENSING & REGUL.	\$ 7,300,975	\$ 1,014,270	13.9
UNIVERSITY OF BALTIMORE	\$ 12,566,893	\$ 919,396	7.3
POLICE	\$ 16,051,597	\$ 868,073	5.4
NATURAL RESOURCES	\$ 5,546,091	\$ 816,829	14.7
RETIREMENT	\$ 2,068,249	\$ 692,652	33.5
ARCHIVES	\$ 2,785,154	\$ 646,433	23.2
BALT. CITY COMM. COLLEGE	\$ 13,019,522	\$ 604,104	4.6
HOUSING & COMM. DEVELOP.	\$ 4,468,279	\$ 478,785	10.7
ST. MARY'S COLLEGE	\$ 18,773,419	\$ 443,187	2.4
EXECUTIVE DEPARTMENT	\$ 1,523,116	\$ 405,649	26.6
UMD EASTERN SHORE	\$ 6,615,218	\$ 393,011	5.9
SALISBURY STATE UNIVERSITY	\$ 8,972,018	\$ 383,477	4.3

<b>MBE Goal Summary by State Agency</b>			
<b>(sorted by MBE Procurement Dollars)</b>			
<b>State Agency</b>	<b>Total Procurement Dollars</b>	<b>MBE Procurement Dollars</b>	<b>MBE Goal Achieved</b>
<b>AGRICUTLURE</b>	\$ 2,246,262	\$ 286,253	12.7
<b>PUBLIC SERVICE COMMISSION</b>	\$ 1,235,747	\$ 273,178	22.1
<b>TREASURER'S OFFICE</b>	\$ 19,124,673	\$ 227,832	1.2
<b>PUBLIC TELEVISION</b>	\$ 14,998,023	\$ 220,023	1.5
<b>AUTOMOBILE INSUR. FUND</b>	\$ 633,291	\$ 182,706	28.9
<b>MILITARY</b>	\$ 2,218,646	\$ 167,402	7.5
<b>FOOD CENTER AUTHORITY</b>	\$ 1,307,873	\$ 158,961	12.2
<b>FROSTBURG STATE UNIVERSITY</b>	\$ 10,286,893	\$ 136,000	1.3
<b>PUBLIC DEFENDERS OFFICE</b>	\$ 660,795	\$ 115,824	17.5
<b>AGING</b>	\$ 264,069	\$ 109,479	41.5
<b>VETERAN AFFAIRS</b>	\$ 11,133,602	\$ 103,708	0.9
<b>PLANNING</b>	\$ 669,895	\$ 103,151	15.4
<b>ELECTIONS</b>	\$ 947,205	\$ 83,812	8.8
<b>WORKER'S COMPENSATION</b>	\$ 385,355	\$ 77,557	20.1
<b>INSURANCE ADMINISTRATION</b>	\$ 3,534,956	\$ 67,551	1.9
<b>HIGHER EDUCATION COMM.,</b>	\$ 485,975	\$ 39,874	8.2
<b>PEOPLE'S COUNSEL</b>	\$ 474,184	\$ 29,429	6.2
<b>CANAL PLACE PRESERVATION</b>	\$ 634,089	\$ 27,409	4.3
<b>HUMAN RELATIONS COMMISS.</b>	\$ 67,672	\$ 7,308	10.8
<b>ATTORNEY GENERAL'S OFFICE</b>	\$ 265,998	\$ 5,191	2.0
<b>PUBLIC WORKS</b>	\$ 58,670	\$ 4,834	8.2
<b>PROSECUTOR'S OFFICE</b>	\$ 5,648	\$ 3,166	56.1
<b>SUPPLEMENTAL RETIREMENT</b>	\$ 1,214,000	\$ 3,000	0.2
<b>TAX COURT</b>	\$ 15,831	\$ 2,780	17.6
<b>CONTRACT APPEALS</b>	\$ 10,000	\$ 31	0
<b>ASSESSMENTS &amp; TAXATION</b>	\$ -	\$ -	0.0
<b>DEAF, SCHOOL</b>	\$ -	\$ -	0.0
<b>EMERGENCY MNGT. AGENCY</b>	\$ -	\$ -	0.0
<b>SUBSEQUENT INJURY FUND &amp; UNISURED EMPLOYERS</b>	\$ 26,678	\$ -	0.0
<b>TOTAL</b>	<b>\$ 3,685,656,960</b>	<b>\$ 641,337,398</b>	<b>17.4</b>

<b>MBE Goal Summary by State Agency</b>			
<b>(sorted by Total Procurement Dollars)</b>			
<b>State Agency</b>	<b>Total Procurement Dollars</b>	<b>MBE Procurement Dollars</b>	<b>MBE Goal Achieved</b>
<b>TRANSPORTATION</b>	\$ 1,127,423,467	\$ 220,011,687	19.5
<b>STATE HIGHWAY</b>	\$ 605,637,357	\$ 108,867,753	18.0
<b>OFFICE OF THE SECRETARY</b>	\$ 143,627,344	\$ 21,399,038	14.9
<b>AVIATION</b>	\$ 122,744,934	\$ 30,475,100	24.8
<b>TRANSPORTATION AUTHORITY</b>	\$ 100,556,436	\$ 25,453,123	25.3
<b>TRANSIT</b>	\$ 86,066,688	\$ 18,643,613	21.7
<b>PORT</b>	\$ 53,036,234	\$ 12,030,246	22.7
<b>MOTOR VEHICLE</b>	\$ 15,754,474	\$ 3,142,814	19.9
<b>HEALTH &amp; MENTAL HYGIENE<sup>16</sup></b>	\$ 570,112,889	\$ 140,487,852	24.6
<b>PUBLIC SCHOOL CONST.</b>	\$ 332,532,363	\$ 25,558,776	7.7
<b>GENERAL SERVICES</b>	\$ 236,741,570	\$ 40,073,235	16.9
<b>UMD COLLEGE PARK</b>	\$ 229,757,249	\$ 34,343,795	14.9
<b>BUDGET &amp; MANAGEMENT</b>	\$ 212,981,382	\$ 19,610,091	9.2
<b>PUBLIC SAFETY &amp; CORRECTIONS</b>	\$ 212,398,679	\$ 34,758,162	16.4
<b>UMD, BALTIMORE</b>	\$ 142,880,484	\$ 23,675,134	16.6
<b>HUMAN RESOURCES</b>	\$ 87,930,670	\$ 22,806,930	25.9
<b>EDUCATION</b>	\$ 66,556,965	\$ 8,903,371	13.4
<b>MORGAN STATE UNIVERSITY</b>	\$ 48,527,595	\$ 16,294,064	33.6
<b>UMD BALTIMORE COUNTY</b>	\$ 44,400,825	\$ 9,407,676	21.2
<b>JUVENILE SERVICES</b>	\$ 33,777,772	\$ 7,492,093	22.2
<b>LOTTERY</b>	\$ 31,914,473	\$ 3,689,994	11.6
<b>ENVIRONMENTAL SERVICES</b>	\$ 28,901,874	\$ 4,650,871	16.1
<b>TOWSON UNIVERSITY</b>	\$ 28,750,226	\$ 6,327,215	22.0
<b>TREASURER'S OFFICE</b>	\$ 19,124,673	\$ 227,832	1.2
<b>ST. MARY'S COLLEGE</b>	\$ 18,773,419	\$ 443,187	2.4
<b>UMD UNIVERSITY COLLEGE</b>	\$ 18,723,415	\$ 1,236,451	6.6
<b>POLICE</b>	\$ 16,051,597	\$ 868,073	5.4
<b>STADIUM AUTHORITY</b>	\$ 15,796,059	\$ 2,239,037	14.2
<b>PUBLIC TELEVISION</b>	\$ 14,998,023	\$ 220,023	1.5
<b>BALT. CITY COMM. COLLEGE</b>	\$ 13,019,522	\$ 604,104	4.6
<b>UNIVERSITY OF BALTIMORE</b>	\$ 12,566,893	\$ 919,396	7.3
<b>ENVIRONMENT</b>	\$ 11,526,141	\$ 2,509,595	21.8
<b>VETERAN AFFAIRS</b>	\$ 11,133,602	\$ 103,708	0.9
<b>FROSTBURG STATE UNIVERSITY</b>	\$ 10,286,893	\$ 136,000	1.3
<b>COPPIN STATE COLLEGE</b>	\$ 10,008,625	\$ 1,278,821	12.8
<b>SALISBURY STATE UNIVERSITY</b>	\$ 8,972,018	\$ 383,477	4.3
<b>BOWIE STATE UNIVERSITY</b>	\$ 8,823,241	\$ 1,766,625	20.0
<b>LABOR, LICENSING &amp; REGUL.</b>	\$ 7,300,975	\$ 1,014,270	13.9
<b>COMPTROLLER</b>	\$ 6,701,809	\$ 1,720,999	25.7
<b>UMD EASTERN SHORE</b>	\$ 6,615,218	\$ 393,011	5.9

<sup>16</sup> The Department of Health and Mental Hygiene paid \$146,000,000 to MBEs and out of that amount \$137,000,000 went to Nonprofits.

<b>MBE Goal Summary by State Agency</b>			
<b>(sorted by Total Procurement Dollars)</b>			
<b>State Agency</b>	<b>Total Procurement Dollars</b>	<b>MBE Procurement Dollars</b>	<b>MBE Goal Achieved</b>
<b>BUSINESS &amp; ECONOMIC DEVELOPMENT</b>	\$ 5,892,627	\$ 2,392,598	40.6
<b>NATURAL RESOURCES</b>	\$ 5,546,091	\$ 816,829	14.7
<b>HOUSING &amp; COMM. DEVELOP.</b>	\$ 4,468,279	\$ 478,785	10.7
<b>INSURANCE ADMINISTRATION</b>	\$ 3,534,956	\$ 67,551	1.9
<b>ARCHIVES</b>	\$ 2,785,154	\$ 646,433	23.2
<b>AGRICUTLURE</b>	\$ 2,246,262	\$ 286,253	12.7
<b>MILITARY</b>	\$ 2,218,646	\$ 167,402	7.5
<b>RETIREMENT</b>	\$ 2,068,249	\$ 692,652	33.5
<b>FOOD CENTER AUTHORITY</b>	\$ 1,307,873	\$ 158,961	12.2
<b>EXECUTIVE DEPARTMENT</b>	\$ 1,523,116	\$ 405,649	26.6
<b>PUBLIC SERVICE COMMISSION</b>	\$ 1,235,747	\$ 273,178	22.1
<b>SUPPLEMENTAL RETIREMENT</b>	\$ 1,214,000	\$ 3,000	0.2
<b>ELECTIONS</b>	\$ 947,205	\$ 83,812	8.8
<b>PLANNING</b>	\$ 669,895	\$ 103,151	15.4
<b>PUBLIC DEFENDERS OFFICE</b>	\$ 660,795	\$ 115,824	17.5
<b>CANAL PLACE PRESERVATION</b>	\$ 634,089	\$ 27,409	4.3
<b>AUTOMOBILE INSUR. FUND</b>	\$ 633,291	\$ 182,706	28.9
<b>HIGHER EDUCATION COMM.,</b>	\$ 485,975	\$ 39,874	8.2
<b>PEOPLE'S COUNSEL</b>	\$ 474,184	\$ 29,429	6.2
<b>WORKER'S COMPENSATION</b>	\$ 385,355	\$ 77,557	20.1
<b>ATTORNEY GENERAL'S OFFICE</b>	\$ 265,998	\$ 5,191	2.0
<b>AGING</b>	\$ 264,069	\$ 109,479	41.5
<b>HUMAN RELATIONS COMMISS.</b>	\$ 67,672	\$ 7,308	10.8
<b>PUBLIC WORKS</b>	\$ 58,670	\$ 4,834	8.2
<b>SUBSEQUENT INJURY FUND &amp; UNISURED EMPLOYERS</b>	\$ 26,678	\$ -	0.0
<b>TAX COURT</b>	\$ 15,831	\$ 2,780	17.6
<b>CONTRACT APPEALS</b>	\$ 10,000	\$ 31	0
<b>PROSECUTOR'S OFFICE</b>	\$ 5,648	\$ 3,166	56.1
<b>ASSESSMENTS &amp; TAXATION</b>	\$ -	\$ -	0.0
<b>DEAF, SCHOOL</b>	\$ -	\$ -	0.0
<b>EMERGENCY MNGT. AGENCY</b>	\$ -	\$ -	0.0
<b>TOTAL</b>	<b>\$ 3,685,656,960</b>	<b>\$ 641,337,398</b>	<b>17.4</b>

<b>MBE Goal Summary by State Agency</b>			
<b>(sorted by MBE Goal Achieved)</b>			
<b>State Agency</b>	<b>Total Procurement Dollars</b>	<b>MBE Procurement Dollars</b>	<b>MBE Goal Achieved</b>
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<b>MORGAN STATE UNIVERSITY</b>	\$ 48,527,595	\$ 16,294,064	33.6
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<b>UMD BALTIMORE COUNTY</b>	\$ 44,400,825	\$ 9,407,676	21.2
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<b>STATE HIGHWAY</b>	\$ 605,637,357	\$ 108,867,753	18.0
<b>OFFICE OF THE SECRETARY</b>	\$ 143,627,344	\$ 21,399,038	14.9
<b>AVIATION</b>	\$ 122,744,934	\$ 30,475,100	24.8
<b>TRANSPORTATION AUTHORITY</b>	\$ 100,556,436	\$ 25,453,123	25.3
<b>TRANSIT</b>	\$ 86,066,688	\$ 18,643,613	21.7
<b>PORT</b>	\$ 53,036,234	\$ 12,030,246	22.7
<b>MOTOR VEHICLE</b>	\$ 15,754,474	\$ 3,142,814	19.9
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<b>GENERAL SERVICES</b>	\$ 236,741,570	\$ 40,073,235	16.9
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<b>ENVIRONMENTAL SERVICES</b>	\$ 28,901,874	\$ 4,650,871	16.1
<b>PLANNING</b>	\$ 669,895	\$ 103,151	15.4
<b>UMD COLLEGE PARK</b>	\$ 229,757,249	\$ 34,343,795	14.9
<b>NATURAL RESOURCES</b>	\$ 5,546,091	\$ 816,829	14.7
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<b>AGRICUTLURE</b>	\$ 2,246,262	\$ 286,253	12.7
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<b>MBE Goal Summary by State Agency</b>			
<b>(sorted by MBE Goal Achieved)</b>			
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<b>CANAL PLACE PRESERVATION</b>	\$ 634,089	\$ 27,409	4.3
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<b>ATTORNEY GENERAL'S OFFICE</b>	\$ 265,998	\$ 5,191	2.0
<b>INSURANCE ADMINISTRATION</b>	\$ 3,534,956	\$ 67,551	1.9
<b>PUBLIC TELEVISION</b>	\$ 14,998,023	\$ 220,023	1.5
<b>FROSTBURG STATE UNIVERSITY</b>	\$ 10,286,893	\$ 136,000	1.3
<b>TREASURER'S OFFICE</b>	\$ 19,124,673	\$ 227,832	1.2
<b>VETERAN AFFAIRS</b>	\$ 11,133,602	\$ 103,708	0.9
<b>SUPPLEMENTAL RETIREMENT</b>	\$ 1,214,000	\$ 3,000	0.2
<b>SUBSEQUENT INJURY FUND &amp; UNISURED EMPLOYERS</b>	\$ 26,678	\$ -	0.0
<b>CONTRACT APPEALS</b>	\$ 10,000	\$ 31	0
<b>ASSESSMENTS &amp; TAXATION</b>	\$ -	\$ -	0.0
<b>DEAF, SCHOOL</b>	\$ -	\$ -	0.0
<b>EMERGENCY MNGT. AGENCY</b>	\$ -	\$ -	0.0
<b>TOTAL</b>	<b>\$ 3,685,656,960</b>	<b>\$ 641,337,398</b>	<b>17.4</b>

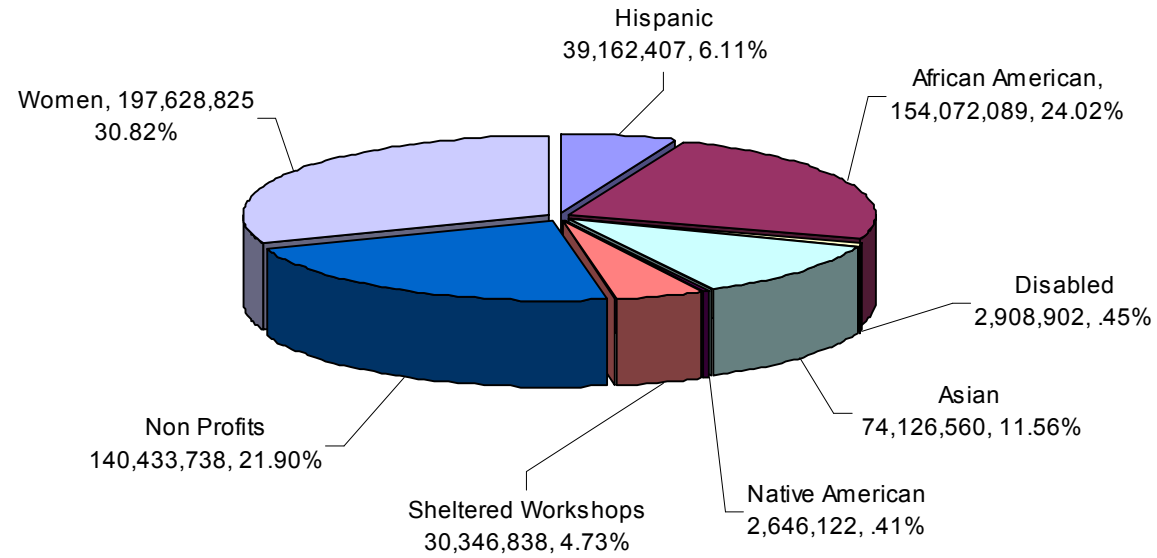
<b>Purchase Card (P-Card) Use by State Agency</b> <b>(Sorted by Total Agency P-Card Procurement)</b>			
<b>AGENCY</b>	<b>TOTAL AGENCY PROCUREMENT BY P-CARD</b>	<b>TOTAL AGENCY MBE PROCUREMENT BY P-CARD</b>	<b>MBE P- CARD AS % OF TOTAL P-CARD</b>
UMD College Park	\$47,715,947	\$842,979	1.8
UMD, Baltimore	\$27,034,714	\$1,227,087	4.5
Transportation	\$22,286,855	\$681,662	3.1
State Highway	\$16,681,481	\$487,009	2.9
Transportation Authority	\$4,847,456	\$155,248	3.2
Aviation	\$757,918	\$39,405	5.2
Motor Vehicle	\$0	\$0	
Office of the Secretary	\$0	\$0	
Port	\$0	\$0	
Transit	\$0	\$0	
Health & Mental Hygiene	\$12,208,467	\$1,080,135	8.8
Education	\$11,535,715	\$3,098,737	26.9
UMD Baltimore County	\$11,006,405	\$679,468	6.2
Towson University	\$8,403,809	\$746,866	8.9
Morgan State University	\$4,500,399	\$427,112	9.5
UMD Eastern Shore	\$3,071,213	\$53,304	1.7
Salisbury State University	\$2,781,137	\$56,819	2
Natural Resources	\$1,921,332	\$161,948	8.4
Frostburg State University	\$1,785,332	\$14,104	0.8
Public Safety & Correctional Services	\$1,618,598	\$15,195	0.9
University of Baltimore	\$1,550,175	\$176,899	11.4
Juvenile Services	\$1,544,704	\$125,785	8.1
UMD University College	\$1,283,662	\$127,295	9.9
Human Resources	\$1,249,030	\$224,066	17.9
Saint Mary's College	\$1,170,178	\$19,020	1.6
Military	\$1,096,589	\$65,479	6
Bowie State University	\$819,137	\$7,676	0.9
Public Television	\$742,534	\$15,427	2.1
Housing & Community Development	\$731,501	\$52,470	7.2
Business & Economic Develop.	\$722,052	\$70,990	9.8
Coppin State College	\$677,149	\$284,982	42.1
General Services	\$627,285	\$50,498	8.1
Environment	\$493,410	\$68,322	13.8
Police	\$385,951	\$29,789	7.7
Comptroller of the Treasury	\$280,195	\$31,621	11.3
Agriculture	\$269,622	\$7,739	2.9
Executive Dept.	\$215,342	\$11,917	5.5
Lottery	\$131,305	\$10,174	7.7
Public Service Commission	\$106,233	\$5,328	5
Higher Education Commission	\$92,508	\$20,084	21.7

<b>Purchase Card (P-Card) Use by State Agency</b>			
<b>(Sorted by Total Agency P-Card Procurement)</b>			
<b>AGENCY</b>	<b>TOTAL AGENCY PROCUREMENT BY P-CARD</b>	<b>TOTAL AGENCY MBE PROCUREMENT BY P-CARD</b>	<b>MBE P- CARD AS % OF TOTAL P-CARD</b>
Budget & Management	\$81,208	\$5,832	7.2
Archives	\$77,137	\$0	0
Labor, Licensing & Regulation	\$73,584	\$9,091	12.4
Retirement	\$68,767	\$1,408	2
Food Center Authority	\$54,700	\$4,314	7.9
Baltimore City Community College	\$44,223	\$44,223	100
Aging	\$43,141	\$0	0
Stadium Authority	\$35,869	\$0	0
Environmental Services	\$26,219	\$5,082	19.4
Canal Place Preservation & Develop.	\$17,639	\$0	0
Attorney General's Office	\$5,566	\$0	0
Tax Court	\$1,499	\$0	0
Automobile Insurance Fund	\$0	\$0	
Contract Appeals	\$0	\$31	
Elections	\$0	\$0	
Human Relations Commission	\$0	\$0	
Insurance Administration	\$0	\$0	
People's Counsel	\$0	\$0	
Planning	\$0	\$0	
Prosecutor's Office	\$0	\$0	
Public Defender's Office	\$0	\$0	
Public School Construction	\$0	\$0	
Public Works	\$0	\$0	
Subsequent Injury & Uninsured Employer	\$0	\$0	
Supplemental Retirement	\$0	\$0	
Treasurer's Office, Maryland	\$0	\$0	
Veterans Affairs	\$0	\$0	
Worker's Compensation	\$0	\$0	
Assessments & Taxation			
Deaf, School			
Emergency Management			
<b>PURCHASE CARD TOTALS</b>	<b>\$170,588,037</b>	<b>\$10,560,958</b>	<b>6.2</b>

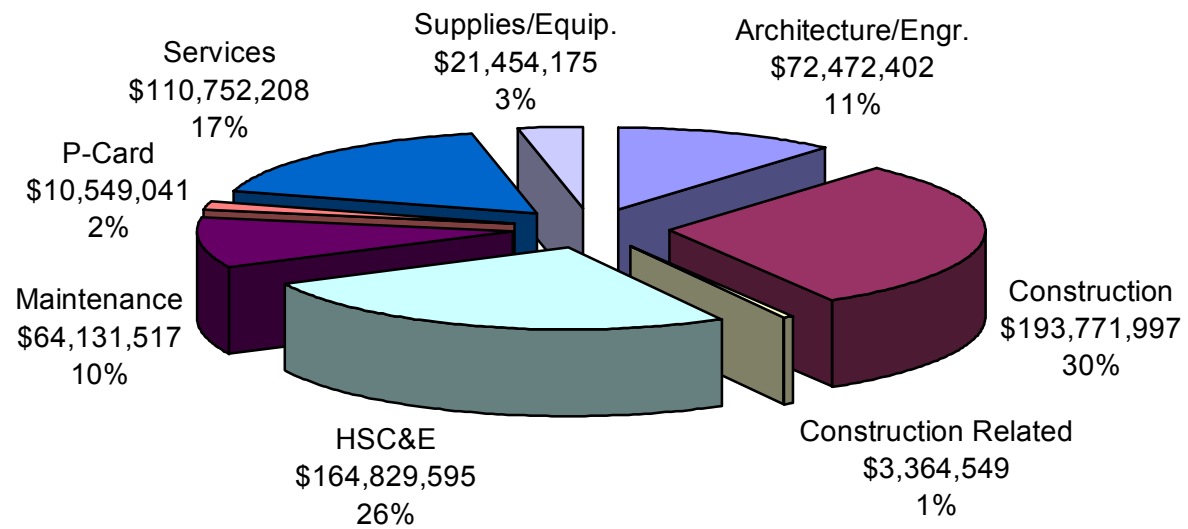
<b>WAIVER REPORT BY STATE AGENCY</b>	
<b>STATE AGENCY</b>	<b>WAIVER</b>
<i>Public School Construction</i>	158
<i>General Services</i>	47
<i>State Highway</i>	16
<i>Environmental Services</i>	9
<i>Frostburg State University</i>	7
<i>Port</i>	6
<i>Aviation</i>	3
<i>Budget &amp; Management</i>	2
<i>Human Resources</i>	2
<i>Juvenile Services</i>	2
<i>Lottery</i>	2
<i>Public Safety &amp; Correctional Services</i>	2
<i>Environment</i>	1
<i>Food Center Authority</i>	1
<i>Stadium Authority</i>	1
<i>UMD College Park</i>	1
<i>Aging</i>	0
<i>Agriculture</i>	0
<i>Archives</i>	0
<i>Assessments &amp; Taxation</i>	0
<i>Attorney General's Office</i>	0
<i>Automobile Insurance Fund</i>	0
<i>Baltimore City Community College</i>	0
<i>Contract Appeals</i>	0
<i>Elections</i>	0
<i>Business &amp; Economic Develop.</i>	0
<i>Canal Place Preservation &amp; Develop.</i>	0
<i>Comptroller of the Treasury</i>	0
<i>Deaf, School</i>	0
<i>Education</i>	0
<i>Emergency Management</i>	0
<i>Executive Department</i>	0
<i>Health &amp; Mental Hygiene</i>	0
<i>Higher Education Commission</i>	0
<i>Housing &amp; Community Development</i>	0
<i>Human Relations Commission</i>	0
<i>Insurance Administration</i>	0
<i>Labor, Licensing &amp; Regulation</i>	0
<i>Military</i>	0
<i>Morgan State University</i>	0
<i>Natural Resources</i>	0
<i>People's Counsel</i>	0
<i>Planning</i>	0
<i>Police</i>	0
<i>Prosecutor's Office</i>	0
<i>Public Television</i>	0
<i>Public Defender's Office</i>	0
<i>Public Service Commission</i>	0

<b>WAIVER REPORT BY STATE AGENCY</b>	
<b>STATE AGENCY</b>	<b>WAIVER</b>
<i>Public Works</i>	0
<i>Retirement</i>	0
<i>Saint Mary's College</i>	0
<i>Subsequent Injury &amp; Uninsured Employer</i>	0
<i>Supplemental Retirement</i>	0
<i>Tax Court</i>	0
<i>Motor Vehicle</i>	0
<i>Office of the Secretary</i>	0
<i>Transit</i>	0
<i>Transportation Authority</i>	0
<i>Treasurer's Office, Maryland</i>	0
<i>Bowie State University</i>	0
<i>Coppin State College</i>	0
<i>Salisbury State University</i>	0
<i>Towson University</i>	0
<i>University of Baltimore</i>	0
<i>UMD, Baltimore</i>	0
<i>UMD Baltimore County</i>	0
<i>UMD Eastern Shore</i>	0
<i>UMD University College</i>	0
<i>Veterans Affairs</i>	0
<i>Worker's Compensation</i>	0
<b>TOTAL</b>	<b>260</b>

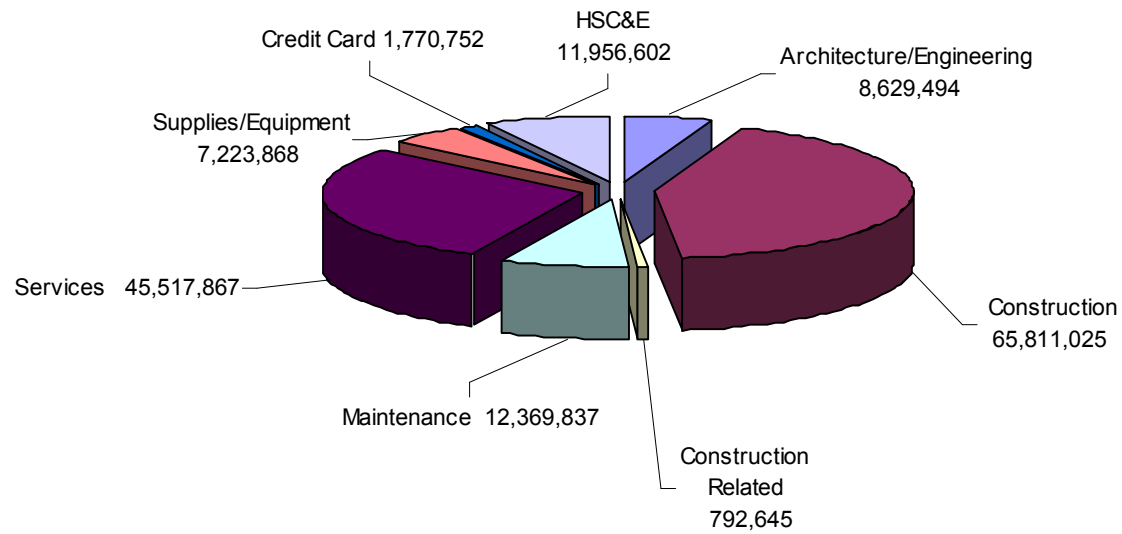
## Procurement Awards to MBEs by Classification



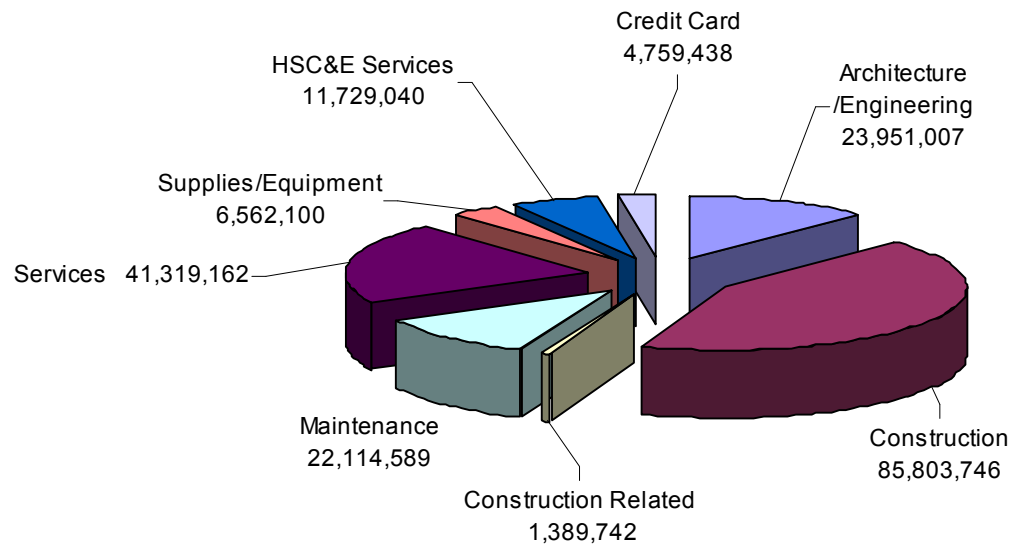
### Procurement Awards to MBEs by Procurement Category



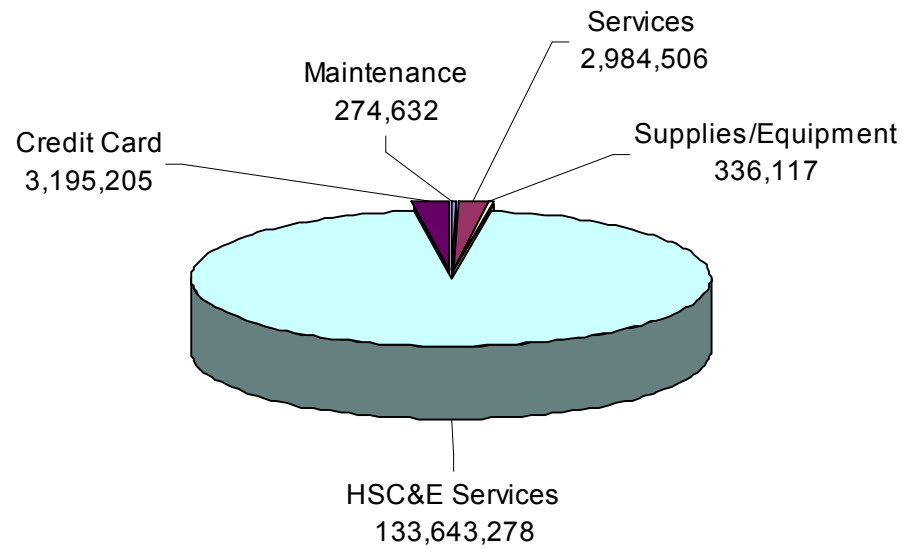
## Procurement Awards to African American-Owned Firms by Procurement Category



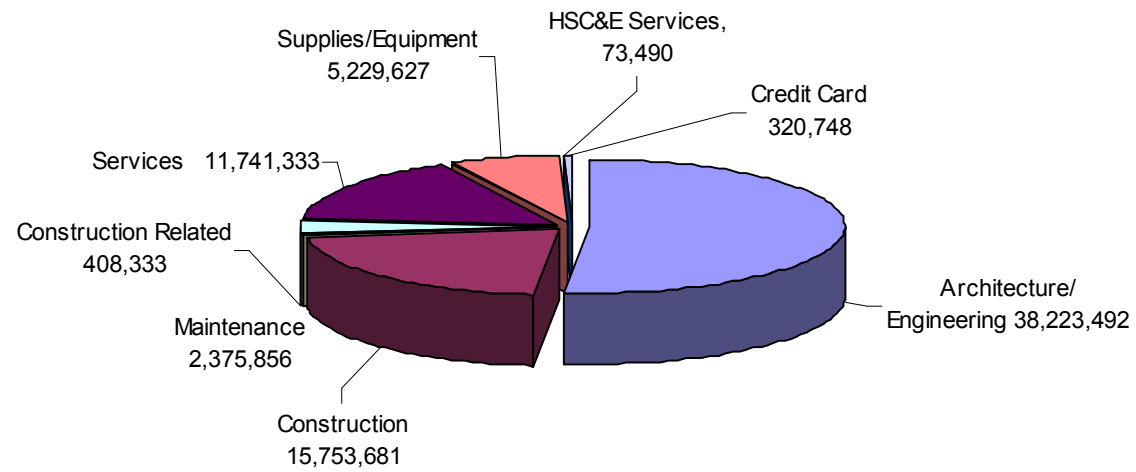
## Procurement Awards to Woman-Owned Firms by Procurement Category



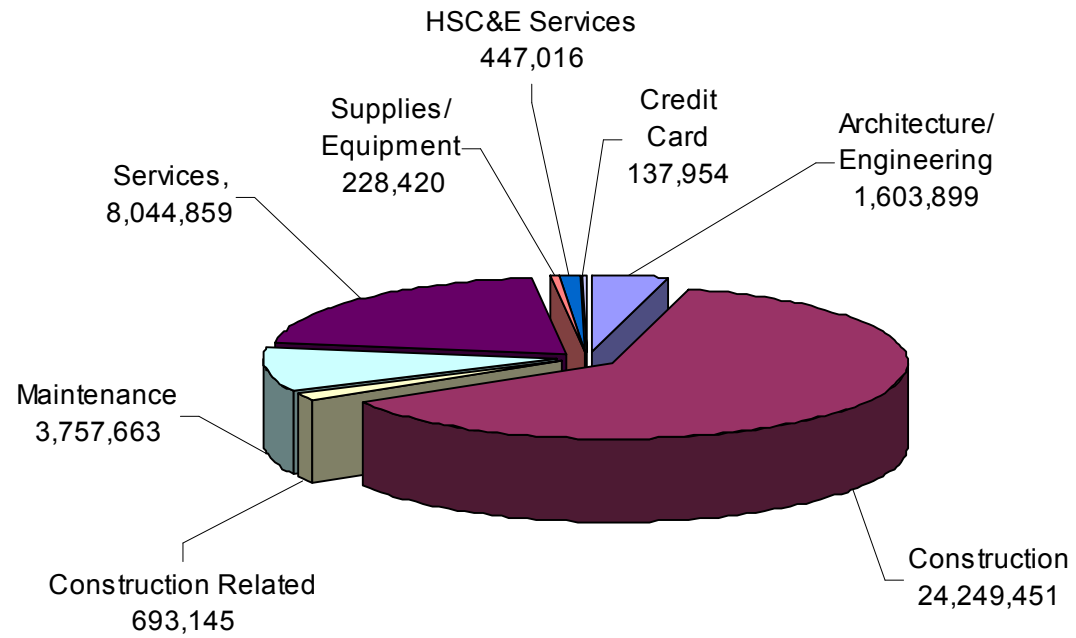
### Procurement Awards to Non-Profits by Procurement Category



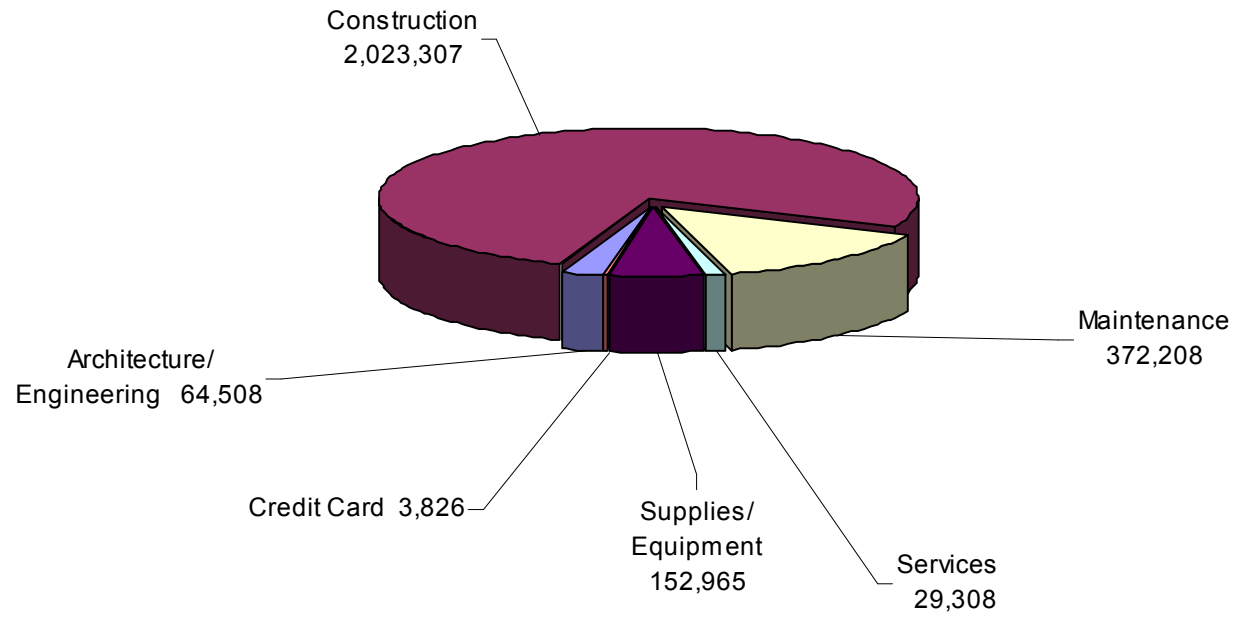
## Procurement Awards to Asian American-Owned Firms by Procurement Category



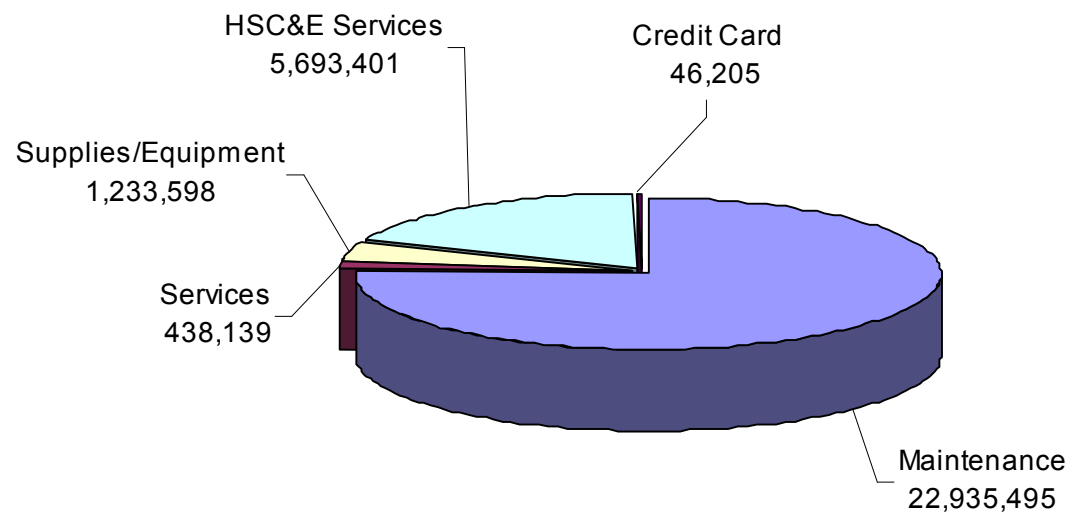
### Procurement Awards to Hispanic-Owned Firms by Procurement Category



## Procurement Awards to Native American-Owned Firms by Procurement Category



### Procurement Awards to Sheltered Workshops by Procurement Category



### Procurement Awards to Disabled-Owned Firms by Procurement Category

